

Message Text

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PAGE 01 STATE 095232

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ORIGIN COME-00

INFO OCT-01 EB-05 EA-07 ARA-10 EUR-06 NEA-09 ISO-00 RSC-01

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DRAFTED BY: OIM/MRD/216/RLOUGHLIN

APPROVED BY: EB/OCA/REP:LHPOMEROY

OIM/MRD/216/NDGLICK

OIM/PD/216/CGENDREAU

EA/EP:CBASS

ARA/ECP:ECOHEN

EB/OCA/BR:JMCLAUGHLIN

EUR:JREND AHL

NEA/RA:H MONTGOMERY (INFO)

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R 082112Z MAY 74

FM SECSTATE WASHDC

TO AMEMBASSY BERN

AMEMBASSY BONN

AMCONSUL HONG KONG

AMEMBASSY KUALA LUMPUR

AMEMBASSY LONDON

AMEMBASSY MEXICO

AMCONSUL MILAN

AMEMBASSY PARIS

AMCONSUL SAO PAULO

AMEMBASSY SINGAPORE

AMEMBASSY STOCKHOLM

AMCONSUL SYDNEY

AMEMBASSY TOKYO

INFO AMEMBASSY BRASILIA

AMEMBASSY CANBERRA

AMCONSUL FRANKFURT

AMEMBASSY JIDDA

AMEMBASSY MOSCOW

AMCONSUL RIO DE JANEIRO

AMEMBASSY ROME

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E.O. 11652: N/A

TAGS: BEXP, AS, BR, FR, GW, HK, IS, IT, JA, MY, MX, SA, SN,
SW, SZ, UK

SUBJ: GLOBAL MARKET RESEARCH: AVIONICS AND AVIATION SUPPORT
EQUIPMENT

REF: STATE A-2719; SAO PAULO 895 (NOTAL)

1. EARLY RETURNS REFLECT POTENTIAL MISUNDERSTANDING OF SPECIFICATIONS ENCLOSED REPAIR WHICH, IF UNCORRECTED, LIKELY TO PRODUCE UNDULY HIGH BIDS. SEVERAL RESPECTS IN WHICH SPECIFICATION ITEMS ARE QUALIFIED, TO ALLOW FOR PAUCITY OF AVAILABLE DETAILED STATISTICS OR GEOGRAPHICAL DISPERSAL INTERVIEWEES, SHOULD BE APPRECIATED BY BIDDERS.

2. NOTE CONTINGENCY REQUIREMENTS IN SPECS 3.36.01 AND 3.36.02 FOR RECOURSE IF DETAILED DATA CANNOT BE OBTAINED.

3. NOTE SPECS 3.36.05 AND 3.37.02 CALL FOR PROFILES QUOTE TYPICAL END QUOTE FIRMS, NOT RPT NOT LARGEST OR MOST PROMINENT AS IN PREVIOUS SURVEYS. THIS SHOULD OBIVATE SOME CONTRACTOR TRAVEL THAT MIGHT OTHERWISE BE REQUIRED.

4. NOTE SPEC 3.38.02 CONFINED TO PUBLISHABLE DATA.

5. RE SPEC 3.54.04, NOTE REPAIR PAGE 3 INSTRUCTION THAT ONLY THOSE END USERS AND ASSOCIATIONS INTERVIEWED IN THE COURSE OF FULFILLING OTHER SPEC REQUIREMENTS ARE TO BE POLLED IN THIS REGARD. INDIVIDUALS WHO WOULD NOT OTHERWISE BE CONTACTED SHOULD NOT RPT NOT BE CONTACTED TO SATISFY 3.54.04.

6. PER REPAIR PAGE 3, NOTE THAT ONLY 15-25 PERSONAL INTERVIEWS EXPECTED OF CONTRACTOR--ROUGHLY HALF NUMBER CUSTOMARILY REQUIRED.

7. POSTS REQUESTED BRING ABOVE POINTS TO ATTENTION BIDDERS WHO MIGHT NOT OTHERWISE RECOGNIZE THEM. WHERE POSTS ANTICIPATE CERTAIN BIDDERS WILL ADVANCE REDUCED PROPOSALS IN ORDER TO APPROACH AVERAGE TARGET COST, THOSE BIDDERS SHOULD BE UNCLASSIFIED
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INFORMED PROPOSALS WILL BE STRENGTHENED BY ITEMIZED PRICE-OUT OF SPEC REQUIREMENTS PROPOSED FOR DELETION OR MODIFICATION, AND BY OFFERS OF SUBSTITUTE DATA THAT COULD BE FURNISHED IN LIEU PROPOSED OMISSIONS.
RUSH

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
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Draft Date: 08 MAY 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Document Source: CORE
Document Unique ID: 00
Drafter: OIM/MRD/216/RLOUGHLIN
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D740112-1114
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19740563/aaaacerx.tel
Line Count: 110
Locator: TEXT ON-LINE, ON MICROFILM
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Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
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Review History: RELEASED <30 OCT 2002 by shawdg>; APPROVED <03 JAN 2003 by shawdg>
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Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

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